Downloaded from <https://www.velvetjobs.com/job-descriptions/manager-senior-manager-sales>

# Example of Manager / Senior Manager Sales Job Description

Our company is growing rapidly and is hiring for a manager / senior manager sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for manager / senior manager sales

* Develop and maintain an understanding of the territory, marketplace, competitive offerings
* Use effective time and territory management to maximise results
* Solicits new business from assigned accounts, reader boards, and leads sent through internal referral mechanisms
* Proactively solicits potential new accounts or business opportunities by leveraging business intelligence provided by Sales & Marketing leadership or other third-party data sources in order to generate leads
* Utilizes internal lead referral tools to solicit new business opportunities and contacts
* Re-solicits non-deployed realized opportunities, including turndowns, lost opportunities, and actualized business when appropriate
* Re-solicit past accounts to generate new business
* Maintains complete and up-to-date lead information on each account in Delphi or similar CRM system to ensure accurate reporting and customer base information
* Sets solicitation goals with the Director of Sales & Marketing, and meets or exceeds solicitation goals and revenue goals
* Achieves call goal expectations and ensures customer satisfaction through daily interactions

## Qualifications for manager / senior manager sales

* Proven influencing skills at the senior management level
* Strong commercial marketing, general management and financial skills required
* Compile a sales strategy that will deliver the strategic objectives aligned to the global and regional organizational strategy and create turn-around solutions to ensure that sales plans are met
* Act as coach, mentor and role model to sales teams to drive morale and performance
* Ensure that Salesforce.com and sales reports are updated and accurate
* Ensure the Sales Execution Framework is successfully implemented and adopted